



ANNE ARUNDEL

ECONOMIC DEVELOPMENT CORPORATION

Presentation to African Diaspora Affairs of Anne Arundel County

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Director, Small Minority Business & Revitalization

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ANNE ARUNDEL
ECONOMIC DEVELOPMENT CORPORATION



The Mission of AAEDC

To support business and serve as a catalyst for business growth in Anne Arundel County thereby increasing job opportunities, expanding the tax base and improving quality of life.



County Business Profile



59,300
Businesses in the County

*Source: US Census Bureau, 2020 County Business Patterns & 2018 Non-Employer Statistics



AAEDC Business Development



Anita Dewling

- Retail | Hospitality | Healthcare | International | COVID-19 Recovery



Keasha Haythe

- Commercial Revitalization | Opportunity/Enterprise Zones | Minority Business | Odenton Town Center | City of Annapolis | Inclusive Ventures Program |



Sarah Horta

- Technology | Cyber | DoD



AAEDC Business Development



Wes MacQuilliam

- Land Use/Real Estate Lead | Industrial Manufacturing



Lisa Barge

- Agricultural Businesses | Farmers' Markets



Stephen Rice

- Economic Development Manager, City of Annapolis



Small Business Development Center

Free Information, Counseling and Mentoring for Start-Up and Small Businesses

Assistance At Every Stage

Pre-venture/Start-up

- Learn to avoid common pitfalls
- Explore the feasibility of your idea
- Increase chances for success

Early Stage/Survival Businesses

- Learn about core business principles to effectively navigate through this difficult stage

Existing/Growth Businesses

- Learn how to best meet the demands of managing a successful business



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SCORE (Service Corp Of Retired Executives)

Mentoring

Entrepreneurs can access free, confidential business mentoring in person at 300 local chapters or remotely via email, phone and video.

Webinars and Courses on Demand

SCORE regularly offers free online workshops on topics ranging from startup strategies to marketing and finance.

Library of online resources

Business owners can also benefit from SCORE's extensive collection of e-guides, templates, checklists, blogs, videos, infographics and more.



MD PTAC (Maryland Procurement Technical Assistance Center)

- Providing businesses with an understanding of the requirements of government contracting and the market know-how they need to obtain and successfully perform federal, state, and local government contracts.
- Supporting government agencies in reaching and working with the suppliers they need.



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Lending Programs

- **Next Stage Tech Fund**

Flexible financing to help Anne Arundel County based technology companies in the national security space get to the next stage of growth.

- **VOLT Fund**

Open to businesses in Maryland for expenses such as business and commercial real estate acquisition and expansion, lease-hold improvements, equipment, and working capital.

- **PACE Program**

A lending program that allows commercial property owners to make upgrades with no money down. The financing is then repaid as a benefit assessment on the property tax bill over long terms (up to 20 years).



Arundel Community Reinvestment (ACR) Loan Program

- Loans up to \$100,000 that can cover no more than 90% of total project costs
- Used primarily for exterior improvements
- Up to \$40,000 of the loan can be used interior improvements
- 0% interest Loan term from 3-7 years
- Property must be located in one of the county's 11 revitalization areas
- The program also includes \$1,500 or 15 hours of free architectural services
- Associated tax credit program

BEFORE



AFTER



Community Reinvestment

- 1. Brooklyn Park - Ritchie Highway
- 2. Glen Burnie Town Center North - Crain Hwy & Ritchie Hwy
- 3. Glen Burnie Town Center Core - B&A Blvd
- 4. Glen Burnie Town Center South - Crain Hwy
- 5. Pasadena - Mountain Road
- 6. Rivera Beach - Fort Smallwood Road
- 7. North Odenton - MD175
- 8. Maryland City/Russett - MD198
- 9. Ferndale - B&A Boulevard
- 10. Glen Burnie/Harundale - Ritchie Highway
- 11. Glen Burnie/Marley - Ritchie Highway and Mountain Road



Market Research

- Data publications
 - Quarterly economic indicators
 - Bi-monthly new and expanding businesses list
 - County demographics
 - Brief economic facts
 - Housing and unemployment



Subscribe by contacting Jonathan Boniface,
AAEDC Research Manager, at jboniface@aaedc.org

- Visit aaedc.org and click on “Data”



Inclusive Ventures Program

Provides education, mentorship and access to capital to minority, women, and veteran owned businesses in Anne Arundel County

- Virtual Entrepreneur Cohort and Seed Fund
- Complimentary Consultations
- VOLT Loan Fund
- Workforce Training Reimbursement



My ARUNDEL PODCAST BIZ

The My ArundelBiz Podcast is a video podcast series that engages the Anne Arundel community and fosters a sense of pride while highlighting local business owners and the resources available to them. The podcast videos can be found on all of our social media accounts, Youtube and website for podcast videos as well as audio only versions on all widely available podcast platforms.

<https://www.aaedc.org/category/arundelbiz-podcast/>

(Youtube <https://www.youtube.com/user/TheAAEDC>)



Connect with AAEDC

- Refer AAEDC to area businesses
- Follow us on social media and share our news



facebook.com/AnneArundelEDC



twitter.com/AAEDC



linkedin.com/company/anne-arundel-economic-development-corporation





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